automotive FLEET®
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

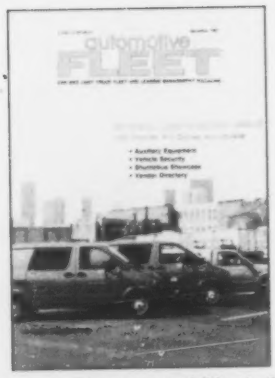
BOBIT PUBLISHING

DECEMBER 1987
VOL. 27, NO. 2

Influencing the management of 4,720,000 cars and 2,000,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

p. 52

p. 70



On the cover: The newest addition to the Los Angeles Times fleet is the Ford Aerostar. The newspaper's fleet is spotlighted in a profile beginning on page 35.

Features

21 **U.S. Light Truck Statistics**
Light trucks are seeing increased service in fleets.

35 **A Fleet Profile of the Los Angeles Times**
A look at the daily newspaper's fleet operations and maintenance facilities.

42 **"The Ultimate Truck"**
A PHC company owner designs his own truck interiors.

52 **Shuttlebus Showcase**
Shuttlebuses should have an excellent year in 1988.

60 **United Fleet Service**
Kentron, Inc. forms a new division to increase its fleet sales.

66 **Top 25 Light Truck and Van Fleets**
AF reveals the largest business/commercial and utility fleets.

70 **Multi-Vendor Equipment for Light-Duty Trucks**
Since no two fleets are alike, equipment needs vary by application.

78 **Hercules DT/DTI 3.7 Series II Diesel**
A revitalized engine makes its debut in the class 2 to 5 arena.

83 **Light Truck Vendor Directory**
A Who's Who of light body makers, vendors, and suppliers.

93 **Vehicle Security Update**
Increasing crime mandates protection of vehicle assets.

100 **1988 Model-Year Light Truck and Van Specifications**
All the numbers on the upcoming crop of new vehicles.

106 **Vans Powered by Compressed Natural Gas**
How CNG reduces fuel and maintenance costs.

112 **Bedliners Pay for Themselves**
A Low-cost investment for higher resale return.

Departments

Letters	11	Used-Car Prices	134
Industry News	13	New Products	136
Hotline	19	Gas Prices	137
Light Truck and Van News	114	Classified	138
Personnel Personals	120	Calendar	139
Leasing	126	Ad Index	139
Rental	128	Editorial	140

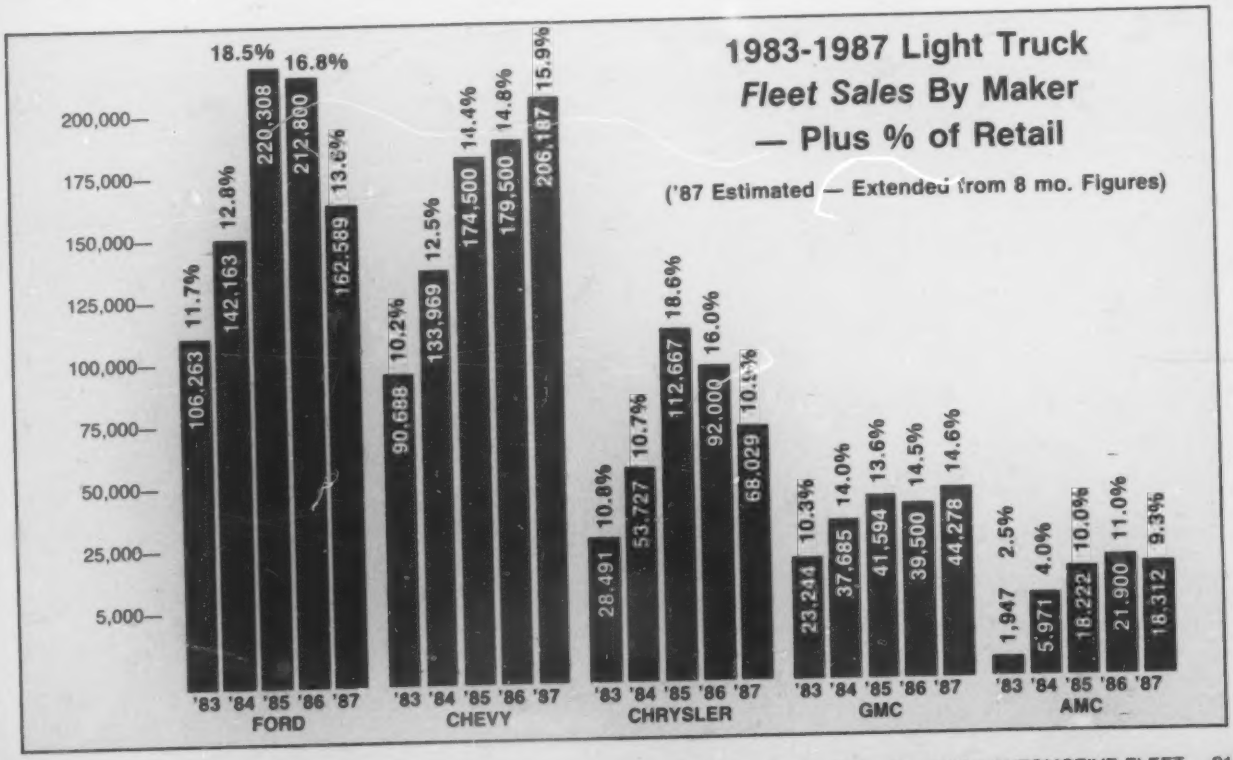
AUTOMOTIVE FLEET® (ISSN 0005-1519) is published 13 times a year by Bobit Publishing Company. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Please address ALL correspondence to the Editorial and Executive Offices at 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices — United States: $24 per year, $40 for two years; Canadian $32 per year, $60 for two years. International: $60 per year, $100 for two years. Single copy price — $2.00; Fact Book — $25. Number of cars operated and services must accompany the order. Second Class postage paid at Redondo Beach, California 90277-5398 and at additional entry. Postmaster: Send address changes to Automotive Fleet, 2512 Artesia Boulevard, Redondo Beach, California 90278. Bobit Publishing also publishes *Automotive Fleet, Installation News, Metro, School Bus Fleet, Limousine and Chauffeur, Contemporary Surgery, Contemporary Orthopaedics, Contemporary Ophthalmic Forum, Waterbed, Showcase, Salon Trends,* and *Yankee Trader.*

U.S. Light Truck Statistics

New 1979 to 1987 Light Truck Registrations Reported
Class I, II & III National and Fleet Totals
Calendar Year

Source: Automotive Fleet Research Dept.

MAKE	1979	1980	1981	1982	1983	1984	1985	1986	1ST 8 MOS. 1987
Total	4,065,190	2,749,051	1,926,887	2,237,843	2,799,636	3,793,798	4,391,588	4,600,000	3,180,000
Fleet	558,430	435,910	294,475	317,017	294,633	455,742	670,801	630,107	385,450
% Fleet	*13.7*	*15.8*	*15.3*	*14.2*	*10.5*	*8.3*	*6.5*	*7.3*	*8.3*
CHEVY	1,832,454	1,114,847	619,997	726,358	891,125	1,072,231	1,209,012	1,198,856	762,729
	156,170	117,983	94,289	97,514	90,688	133,969	174,500	162,589	93,412
	8.52	*10.58*	*15.2*	*13.4*	*10.2*	*12.5*	*14.4*	*13.6*	*12.2*
FORD	1,185,000	795,000	648,804	689,941	905,846	1,111,832	1,189,053	1,296,181	922,477
	284,000	206,700	116,979	101,471	106,263	142,163	220,308	206,187	130,131
	24.00	*26.00*	*18.00*	*14.7*	*11.7*	*12.8*	*18.5*	*15.9*	*14.1*
GMC	236,750	141,744	128,615	186,257	224,718	268,858	309,125	304,133	168,591
	30,591	23,498	21,531	23,772	23,244	37,685	43,403	44,278	25,013
	12.92	*16.57*	*16.7*	*12.8*	*10.3*	*14.0*	*14.0*	*14.6*	*14.8*
DODGE & PLYMOUTH	400,945	347,138	181,308	228,232	263,687	503,967	606,388	596,159	480,425
	48,794	52,731	29,930	29,078	28,491	53,727	112,677	65,029	68,164
	12.16	*15.90*	*16.50*	*12.7*	*10.8*	*10.7*	*18.6*	*10.9*	*14.2*
AMC/JEEP	140,431	77,852	58,257	62,097	76,453	148,040	181,939	195,973	125,534
	20,875	11,498	3,246	3,816	1,947	5,971	18,222	18,312	10,730
	14.86	*14.76*	*5.60*	*6.1*	*2.5*	*4.0*	*10.0*	*9.3*	*8.6*
OTHER Inc. VW, Imports, etc.	258,017	294,529	317,250	344,958	437,797	687,074	784,013	1,008,693	720,244
	18,000	23,500	28,500	34,500	44,000	75,500	103,500	133,712	58,000
	7.0	*8.0*	*9.0*	*10.0*	*10.0*	*11.0*	*13.2*	*13.0*	*8.1*



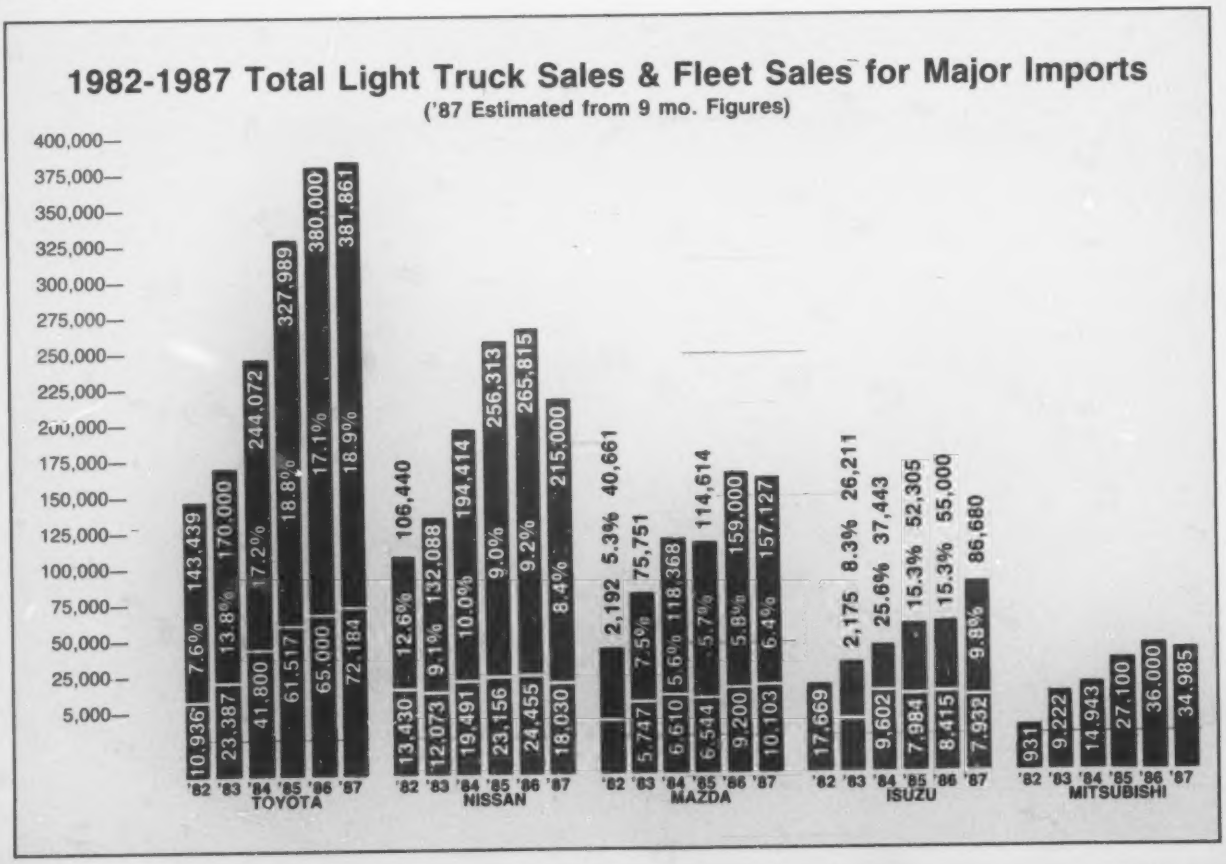
Import Light Truck Market Statistics

New 1979 to 1987 Light Truck Sales/Registrations Reported
Class I, II & III National and Fleet Totals
Calendar Year

Source: Automotive Fleet Research Dept.

MAKE	1979	1980	1981	1982	1983	1984	1985	1986	1ST 9 MOS. 1987
TOYOTA									
Total	130,648	131,648	130,379	143,439	170,000	244,072	327,989	381,861	236,574
Fleet	4,620	14,624	9,413	10,936	23,387	41,860	61,517	72,184	23,493
% Fleet	*3.53*	*11.1*	*7.2*	*7.6*	*13.8*	*17.2*	*18.8*	*18.9*	*9.9*
NISSAN	104,866	113,242	119,684	106,440	132,0888	194,414	256,313	215,000	135,000
	6,046	8,045	6,184	13,430	12,073	19,491	23,156	18,030	13,500
	5.76	*7.10*	*5.50*	*12.6*	*9.1*	*10.0*	*9.0*	*8.4*	*10.0*
MAZDA	8,302	8,775	16,798	40,661	75,751	118,368	114,614	157,127	100,701
				2,192	5,747	6,610	6,544	10,103	6,042
				5.3	*7.5*	*5.6*	*5.7*	*6.4*	*5.9*
AMERICAN ISUZU			9,959	17,669	26,211	37,443	52,305	86,680	69,193
					2,175	9,602	7,984	7,932	6,356
					8.3	*25.6*	*15.3*	*9.2*	*9.2*
MITSUBISHI				931	9,222	14,943	27,100	34,985	38,270
IVECO				1,669	1,679	2,106	1,948	1,411	941
ISUZU TRUCK (Class III)						—	2,526	5,008	4,199

*Estimated



Classes I, II, & III Trucks — by Vocation & Mileage

Class I

Fleet Size		Agriculture	Forest/Lumber	Construction	Contractor	Manufacturing	Wholesale
10 -24	No.Trucks	4,641	831	8,506	6,441	2,620	6,936
	No. Miles	26,069,974	5,047,953	67,013,390	61,705,949	26,780,757	128,739,141
	Avg. Miles/Truck	5,617	6,075	7,878	9,580	10,222	18,561
25 -99	No. Trucks	1,602	343	6,211	2,741	2,007	5,236
	No. Miles	22,309,125	4,693,793	57,462,922	30,370,970	26,766,382	83,321,271
	Avg. Miles/Trucks	13,926	13,685	9,252	11,080	13,337	15,913
100 - 499	No. Trucks	382	182	2,729	1,056	826	1,458
	No. Miles	1,891,711	1,434,993	33,488,424	8,715,061	9,726,981	19,424,612
	Avg. Miles/Trucks	4,952	7,885	12,271	8,253	11,776	13,323
500 and over	No. Trucks	130	53	207	—	80	—
	No. Miles	1,183,595	1,328,000	2,203,210	—	2,012,250	—
	Avg. Miles/Trucks	9,105	25,057	10,644	—	25,153	—

Class II

10 - 24	No. Trucks	35,330	724	35,799	37,902	8,657	21,703
	No. Miles	314,015,181	7,741,521	381,092,355	387,868,515	81,690,347	394,863,791
	Avg. Miles/Trucks	8,888	10,693	10,645	10,233	9,436	18,194
25 - 99	No. Trucks	10,269	737	12,732	11,133	10,342	20,565
	No. Miles	193,084,960	8,436,695	163,669,251	115,342,635	92,860,567	340,598,529
	Avg. Miles/Trucks	18,803	11,447	12,855	10,360	8,979	16,562
100 - 499	No. Trucks	4,722	3,369	2,782	6,036	10,824	6,870
	No. Miles	56,096,010	37,649,417	27,133,818	70,034,354	149,445,396	113,929,877
	Avg. Miles/Trucks	11,880	11,175	9,753	11,603	13,807	16,584
500 and over	No. Trucks	260	—	104	—	—	359
	No. Miles	3,043,997	—	212,042	—	—	8,469,468
	Avg. Miles/Trucks	11,708	—	2,039	—	—	23,592

Class III

10 - 14	No. Trucks	67,665	4,073	79,884	120,664	24,778	29,028
	No. Miles	687,448,905	85,172,030	1,309,118,622	1,645,751,178	304,001,964	404,969,304
	Avg. Miles/Trucks	10,160	20,911	16,388	13,639	12,269	13,951
25 - 99	No. Trucks	20,031	6,844	62,063	66,546	18,993	32,992
	No. Miles	395,167,112	119,340,800	776,982,748	1,007,781,973	200,458,582	698,456,635
	Avg. Miles/Trucks	19,728	17,437	12,519	15,144	10,554	21,170
100 - 499	No. Trucks	4,545	—	17,758	22,737	4,365	3,592
	No. Miles	38,198,741	—	385,365,237	230,035,132	118,366,207	54,721,049
	Avg. Miles/Trucks	8,405	--	21,701	10,117	27,117	15,234
500 and over	No. Trucks	247	—	—	107	—	—
	No. Miles	870,764	—	—	2,131,400	—	—
	Avg. Miles/Trucks	3,525	—	—	19,920	—	—

Total — Class I, II, III

No. Trucks	**149,824**	**17,156**	**228,775**	**275,363**	**83,492**	**128,739**
No. Miles (000)	**1,739,380**	**270,845**	**3,203,742**	**3,559,737**	**1,012,109,433**	**2,247,494**
Avg. Miles/Trucks	**11,609**	**15,787**	**14,004**	**12,927**	**12,122**	**17,458**

Operating in U.S. Fleets as of 1/1/87 (Excl. Gov't)

Class I

Retail	Personal Services	Utilities	Mining	Daily Rental	For Hire	Other (Vocation not yet identified)	Total
5,338	3,743	3,318	2,114	892	4,446	(286,000)	49,826
86,703,155	41,361,851	28,943,232	21,883,772	10,108,350	73,975,119	—	578,332,643
16,243	11,050	8,723	10,352	11,332	16,639	—	11,607
3,161	2,896	9,663	1,088	526	6,456	—	41,930
46,031,954	39,395,186	75,077,028	14,635,904	4,276,110	103,445,664	—	507,786,309
14,562	13,603	7,770	13,452	8,129	16,023	—	12,110
771	5,472	3,725	521	689	3,936	—	21,747
14,434,511	53,952,766	30,899,406	7,100,752	8,729,803	50,123,148	—	239,922,168
18,722	9,860	8,295	13,629	12,670	12,735	—	11,032
208	159	2,731	100	68	4,570	—	8,306
4,021,498	1,479,794	27,450,375	120,384	880,525	60,538,378	—	101,218,009
19,334	9,307	10,051	1,204	12,949	13,247	—	12,186

Class II

14,582	6,708	15,582	10,337	2,588	12,084	(84,000)	201,996
243,949,017	73,270,750	227,907,158	215,665,315	33,177,248	385,455,635	—	2,746,696,833
16,729	10,923	14,626	20,863	12,820	31,898	—	13,597
8,350	19,839	38,161	14,592	2,626	7,535	—	156,881
109,470,463	350,751,242	342,157,591	489,335,210	43,164,152	173,001,585	—	2,421,872,880
13,110	17,680	8,966	33,534	16,437	22,960	—	15,438
2,582	9,915	17,043	1,300	1,514	12,409	—	79,366
33,889,903	169,824,190	168,457,625	26,646,053	21,359,833	169,448,632	—	1,043,915,108
13,125	17,128	9,884	20,497	14,108	13,665	—	13,153
311	671	11,456	444	24,759	3,498	—	41,862
5,188,671	9,844,348	99,653,871	3,231,510	238,031,971	77,726,658	—	445,402,536
16,684	14,671	8,699	7,278	9,614	22,220	—	10,640

Class III

23,017	48,754	47,965	13,745	4,596	13,239	—	477,408
282,876,777	525,619,358	645,013,168	241,934,982	85,083,553	239,718,598	—	6,456,708,439
12,290	10,781	13,448	17,602	18,513	18,107	—	13,525
19,106	54,328	84,887	10,427	2,274	319	—	378,810
283,698,652	1,039,130,646	1,080,180,244	203,928,164	40,040,350	4,228,840	—	5,849,394,746
14,849	19,127	12,725	19,558	17,608	13,257	—	15,442
4,706	337	73,965	1,763	4,342	2,196	—	140,306
65,811,331	5,341,268	796,404,981	13,662,948	105,462,868	22,224,267	—	1,835,594,029
13,985	15,849	10,767	7,750	24,289	10,120	—	13,083
—	137	30,344	—	888	—	—	31,723
—	273,220	347,389,370	—	8,348,450	—	—	359,013,204
—	1,994	11,448	—	9,401	—	—	11,317

Total — Class I, II, III

82,132	**152,959**	**338,840**	**56,431**	**45,762**	**70,688**	**(370,000)**	**1,630,161**
1,176,076	**2,310,245**	**3,869,534**	**1,238,145**	**598,663**	**1,359,886**	**—**	**22,603,401**
14,319	**15,104**	**11,420**	**21,941**	**13,082**	**19,238**	**—**	**13,847**

Light Truck/Van Sales Statistics

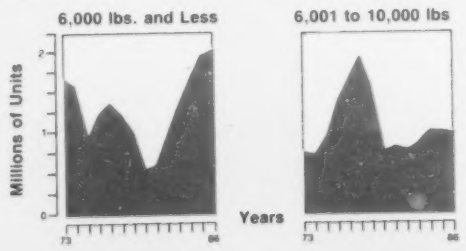
Retail Sales of New Truck by Franchised Dealers

Gross Vehicle Weight	1981	1982	1983	1984	1985	1986
0-6000 lbs.						
Utility	36,389	50,735	253,823	369,883	428,656	382,231
Car-Type Pickup	37,080	25,305	26,170	25,699	24,420	24,050
Compact Pickup Domestic	59,431	359,177	433,167	560,378	625,358	678,585
Compact Pickup Import	159,551	95,277	55,143	52,894	70,317	78,706
Van	74,983	74,546	67,299	121,374	114,919	112,429
Mini Van	—	—	18	23,727	103,237	110,072
Conventional Pickup (Incl. extended & crew cabs)	520,180	485,977	445,370	632,401	644,367	582,140
Station Wagon (Truck Chassis)	—	—	8,394	61,623	85,591	97,655
Mini Passenger Carrier	—	—	8,174	168,774	300,963	459,721
Passenger Carrier	8,333	10,608	16,364	14,250	10,623	10,771
Total 0-6000 lbs.	**895,947**	**1,101,625**	**1,313,922**	**2,031,003**	**2,408,451**	**2,536,360**
6,0001-10,000 lbs.						
Utility	70,938	76,457	84,493	103,258	107,790	100,880
Van	168,469	207,466	311,207	264,997	261,050	261,194
Van Cutaway Chassis	21,662	30,951	45,228	54,954	56,122	51,085
Conventional Pickup (Incl. extended & crew cabs)	468,730	484,909	573,918	572,595	628,265	582,293
Station Wagon (Truck Chassis)	37,564	54,517	68,844	86,056	94,603	98,461
Passenger Carrier	56,964	74,992	76,985	84,838	86,765	76,052
Multi-Stop	25,622	31,771	45,924	57,540	45,620	43,699
Total 6,0001—10,000 lbs.	**849,949**	**961,063**	**1,206,599**	**1,224,238**	**1,280,215**	**1,213,664**
10,001-14,000 lbs.	**748**	**1,062**	**145**	**6,019**	**10,854**	**11,558**

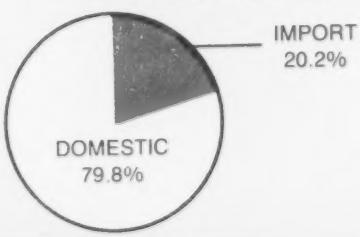
U.S. Truck and Bus Factory Sales by Body Type

	1980	1981	1982	1983	1984	1985	1986
Under 10,000 G.V.W.							
Pickup	931,093	933,809	1,141,050	1,278,099	1,494,770	1,461,914	1,579,563
Compact or Passenger							
Car Type	70,456	137,766	445,082	500,827	511,558	575,253	650,368
Conventional	860,637	796,043	695,968	777,272	983,212	886,661	929,195
Multi-Stop	20,966	28,637	32,036	47,465	62,984	44,898	46,149
Van	131,346	177,497	192,681	284,607	343,841	401,089	407,215
Station Wagon (on Truck Chassis)	60,634	65,895	88,418	117,931	214,269	240,806	240,141
Passenger Carrier	39,273	37,227	47,066	44,135	54,991	153,741	317,637
General Utility	126,687	136,810	153,230	396,718	507,431	550,997	439,786
Other	76,524	65,528	67,066	50,938	90,969	192,565	97,655
Total Under 10,000 lbs. G.V.W.	**1,386,523**	**1,445,403**	**1,721,547**	**2,219,893**	**2,769,275**	**3,045,990**	**3,128,146**

ANNUAL TRUCK FACTORY SALES BY GROSS VEHICLE WEIGHT



U.S. RETAIL SALES OF TRUCKS
LIGHT-DUTY 0-14,000 lbs.

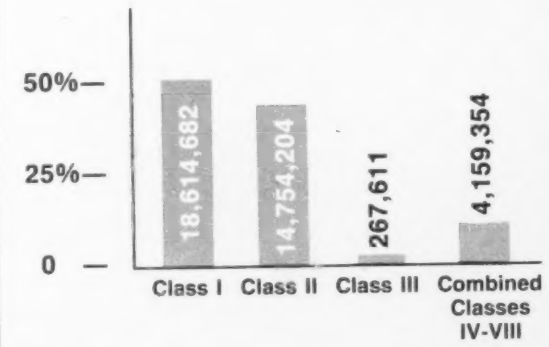


U.S. Factory Sales of Diesel Trucks by Gross Vehicle Weight, Pounds

TOTAL	6,000 & Less	6,001-10,000	10,001-14,000	Total Class I, II & III
1986	11,370	107,385	—	118,755
1985	15,447	132,871	5,870	154,188
1984	17,329	128,925	—	148,254
1983	26,355	93,453	—	119,808
1982	47,973	74,929	—	122,902
1981	52,487	20,862	—	73,349
1980	72,501	4,973	—	77,474
1979	33,019	950	—	33,969

Source: Motor Vehicle Manufacturers Assn. (MVMA)

U.S. Factory Truck Sales by GVW as Combined for years 1972-1986



Note: Classes I, II & III combined account for 89.0% for this period.

Source: Automotive Fleet Research Dept.

Characteristics of Truck Owned (In Thousands)

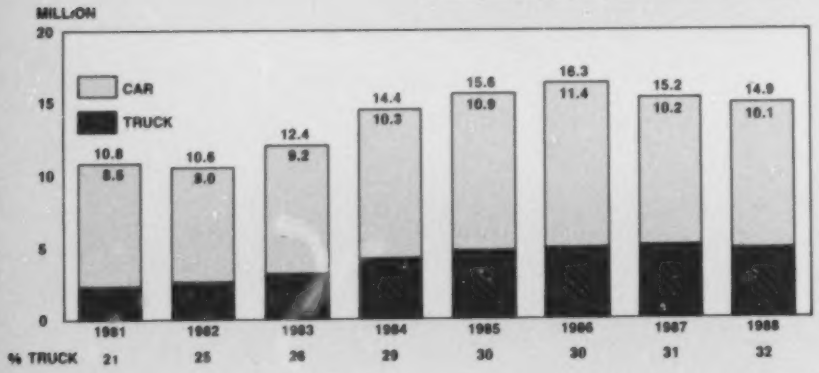
Characteristic	Total Trucks Number	Total Trucks Percent	10,000 Or Less Lbs. GVW
MAJOR USE			
Agriculture	4,248.8	16.2%	3,269.8
Forestry	217.5	0.8	111.8
Mining	139.0	0.5	70.2
Construction	1,764.9	6.7	1,237.9
Manufacturing	368.5	1.4	174.4
Wholesale and Retail Trade	2,007.9	7.7	1,252.2
For Hire (1)	653.8	2.5	104.0
Personal Transportation	14,260.6	54.4	14,108.1
Utilities	481.2	1.8	361.8
Services	1,641.3	6.3	1,371.4
All Other (2)	429.6	1.6	333.3
BODY TYPE			
Pickup, Panel, Multi Stop, or Walk-in	22,151.0	84.5%	21,714.9
Platform (3)	1,278.2	4.9	269.4
Platform With Added Device	333.1	1.3	66.3
Cattlerack	168.0	0.6	50.6
Insulated Nonrefrigerated Van	58.0	0.2	2.9
Insulated Refrigerated Van	150.5	0.6	6.1
Furniture Van	117.6	0.5	16.8
Open Top Van	30.0	0.1	2.2
All Other Vans	531.3	2.0	15.7
Beverage Truck	67.9	0.3	.6
Utility Truck	200.7	0.8	106.6
Garbage and Refuse Collector	50.7	0.2	1.2
Winch or Crane	92.9	0.4	23.3
Wrecker	101.2	0.4	68.6
Pole and Logging	60.0	0.2	2.0
Auto Transport	15.1	0.1	.9
Dump Truck	452.0	1.7	31.8
Tank Truck for Liquids	236.9	0.9	7.0
Tank Truck for Dry Bulk	34.8	0.1	—
Concrete Mixer	56.0	0.2	—
All Other (4)	27.1	0.1	8.0
ANNUAL MILES			
Less Than 5,000 Miles	6,279.7	24.0%	5,083.7
5,000 to 9,999 Miles	6,297.9	24.0	5,616.6
10,000 to 19,999 Miles	9,690.6	37.0	8,851.2
20,000 to 29,000 Miles	2,407.7	9.2	2,045.4
30,000 to 49,999 Miles	980.1	3.7	677.1
50,000 to 74,999 Miles	291.5	1.1	92.8
75,000 Miles or More	265.7	1.0	28.1
ACQUISITION			
Purchased New	12,482.7	47.6	10,490.1
Purchased Used	13,113.2	50.0	11,416.6
Leased and Not Reported (5)	617.3	2.4	488.3
TOTAL TRUCKS	**26,213.4**	—	**22,395.1**
TOTAL PERCENT	—	**100.0%**	**85.4**

(1) For-Hire includes for hire and daily rental.
(2) All Other includes other not in use and not reported.
(3) Platform includes low boy with depressed center and other platform.
(4) All Other includes other and not reported, boat transport and mobile home puller.
(5) Leased from someone else and not reported were added together.

SOURCE: U.S. Bureau of the Census. *1977 Census of Transportation, Truck Inventory and Use Survey.*

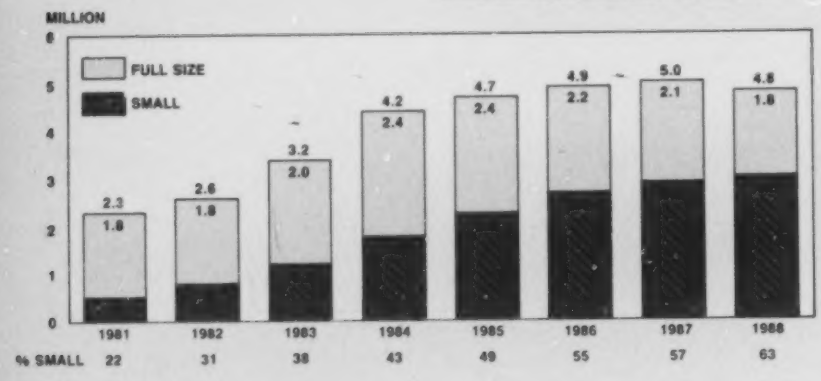
U.S. Light Truck Statistics

Total Industry Sales
1981-1987 CY & Projected



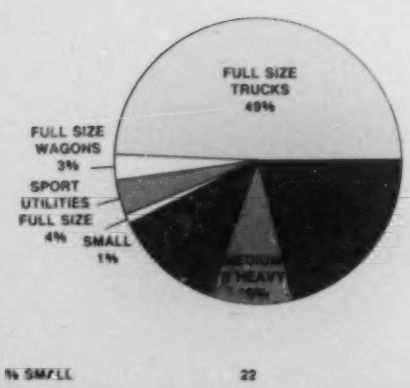
Trucks have been on the increase since 1981 — going from 2.3 million and only 21% of the industry to the all time record of 5.0 million and 31% of the industry in 1987.

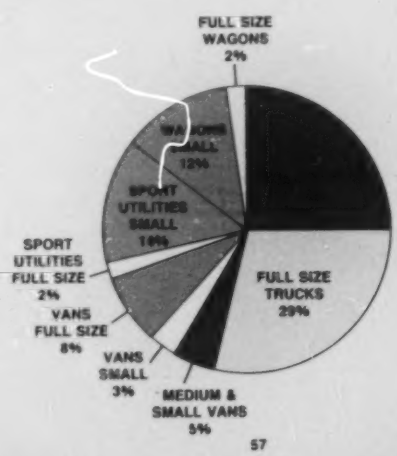
Truck Industry Sales
1981-1987 CY & Projected



In 1981, only 500,000 small trucks were sold for 22% of the market. In contrast, 1987 saw 2.9 million small trucks sold for 63% of the market. For the first time the small trucks represented more than 60% of the market. These 2.9 million small trucks were more than the entire truck market in both 1982 and 1983. In 1988 look for small truck sales of 3.0 million for 63% of the market. Full-size trucks haven't disappeared. Sales climbed from 1.8 million in 1981 to 2.1 million in 1987.

1981 CY Truck Market 1987 CY





Top Twenty-Five Business/Commercial Light-Truck & Van Fleets

— Only Classes I, II & III Combined —

'87	'86	Company	Contact	# of Lt. Trucks & Vans
1	2	Federal Express Corp. Memphis, TN	Jim Wheeler	15,976
2	1	Sears, Roebuck & Co. Chicago, IL	William H. Jones III	13,800
3	3	Frito-Lay, Inc. Dallas, TX	Thomas L. Smith	12,500
4	4	Continental Baking Co. St. Louis, MO	Paul J. Walsh	8,680
5	5	Xerox Corporation Rochester, NY	Ron Pink	5,492
6	6	ARA Services Philadelphia, PA	Ralph Jamic	5,173
7	—	CSX Transportation Jacksonville, FL	Robert C. Drury (Chessie/Seaboard merger)	4,885
8	18	General Electric Maj. Appl., Louisville, KY	Vic Miska	4,644
9	8	Allegheny Beverage Corp. Cheverly, MD	Jeff Mann Katherine Reynolds	4,250
10	10	Union Pacific System Omaha, NE	T. J. Oliveri	4,074
11	9	Interstate Brands Corp. Kansas City, MO	David Wiseman	4,018
12	7	Purolator Service, Inc. New Hyde Park, NJ	Ron Yavorka	3,500
13	15	Union Carbide Corp. Danbury, CT	Walt Dzitko	3,400
14	11	Shell Oil Company Houston, TX	Eunice Stigall	3,395
15	12	Rollins, Inc. Atlanta, GA	Bob Holloman	3,350
16	13	Goodyear Akron, OH	A. P. Spencer	3,291
17	24	Tenneco, Inc. Houston, TX	J. R. "Jack" Gudelman	3,000
18	17	AMOCO Chicago, IL	Richard Swanson	2,900
19	22	Exxon Co. USA Houston, TX	John Dewees	2,800
20	19	Westinghouse Pittsburgh, PA	Lou Dobak	2,780
21	20	Honeywell Minneapolis, MN	Connie Wesley	2,750
22	21	Burlington Northern RR St. Paul, MN	John Long	2,700
23	14	Canteen Corp. Chicago, IL	Mark Klein	2,638
24	23	Ashland Oil, Inc. Ashland, KY	Bill Bloss	2,594
25	25	American Bakeries Charlotte, NC	R. G. Kearns	2,540

Source: *Automotive Fleet* Research Department

NOTE: United Parcel Svc., Inc., Greenwich, CT; Hertz-Penske, Parsippany, NJ; and Ryder Truck Rental, Miami, FL may qualify but breakdown of light trucks not available.

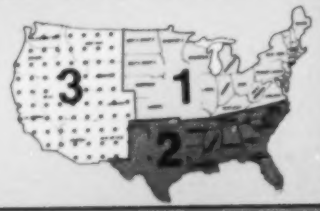
Top Twenty-Five Utility Light-Truck & Van Fleets

'87	'86	Company	Contact	# of Lt. Trucks & Vans
1	1	Bell South Services, Inc. Atlanta, GA	Larry Ross	18,000
2	2	Southwestern Bell St. Louis, MO	Elizabeth Towns	15,153
3	—	Bell South Services Birmingham, AL	David Walker	13,000
4	3	Pacific Bell San Francisco, CA	Roger Weaver	8,761
5	7	New York Telephone Brooklyn, NY	Lindsay Payne	6,526
6	4	Pacific Gas & Electric San Francisco, CA	E. J. Hilden	6,505
7	5	General Telephone of California, Pomona, CA	Darryl Meekhof	5,828
8	8	Mountain Bell Denver, CO	Scott Madsen	5,271
9	6	Continental Telephone Atlanta, GA	George Weimer	4,728
10	—	Illinois Bell Chicago, IL	David Fickenscher	3,582
11	—	So. California Gas Co. Los Angeles, CA	Donald Spangler	3,579
12	9	General Telephone of Southwest, San Angelo, TX	John Riordan	2,994
13	11	So. California Edison Pomona, CA	Dennis Stewart	2,900
14	10	American Electric Power Columbus, OH	Dick Stage	2,654
15	14	General Telephone Co. of Florida, Tampa, FL	Douglas L. Carr	2,519
16	12	Bell Tel. & Diamond State Tel., Philadelphia, PA	Robert Fisher	2,455
17	13	New England Tel. & Tel. Boston, MA	Bruce Dickey	2,400
18	20	Columbia Gas Dist. Co. Columbus, OH	Timothy L. Weber	2,350
19	15	Pacific N.W. Bell Seattle, WA	Mike Harris	2,297
20	—	Duke Power Co. Charlotte, NC	Kelly Duke	2,000
21	16	Consumers Power Co. Jackson, MI	John Schafer	1,871
22	17	SNET New Haven, CT	G. Welker	1,830
23	—	Niagara Mohawk Syracuse, NY	Clayton Bealer	1,800
24	—	Georgia Power Atlanta, GA	Ray Davis	1,745
25	—	Public Service Elect. & Gas Co., Newark, NJ	A. T. Ela	1,706

Source: *Automotive Fleet* Research Department

USED CARS

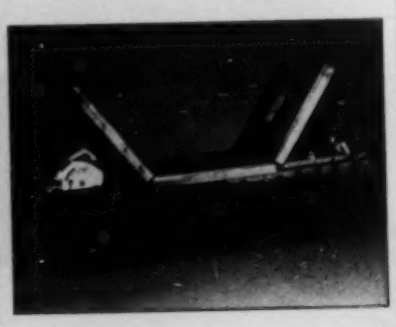
The following are average car prices ending November 4, 1987. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	Zone 1	Zone 2	Zone 3
85 AMC ALLIANCE			
Sdn 4 Dr L Series	3146	3178	3083
84 AMC ALLIANCE			
Sdn 4 Dr L Series	2430	2455	2382
85 AMC ENCORE			
Sdn 5-Dr S Series	3117	3148	3054
84 AMC ENCORE			
Sdn 5-Dr S Series	2446	2470	2397
85 BUICK SKYHAWK			
Cust Coupe	4241	4284	4157
Cust Sdn	4307	4350	4221
85 BUICK CENTURY			
Cust Sdn	5644	5700	5531
84 BUICK CENTURY			
Cust Sdn	4697	4743	4603
85 BUICK SKYLARK			
Cust Sdn	4255	4297	4169
84 BUICK SKYLARK			
Cust Sdn	3392	3426	3325
85 BUICK SOMERSET REGAL			
Coupe	6110	6172	5989
85 BUICK RIVIERA			
Coupe	9658	9754	9465
84 BUICK RIVIERA			
Coupe	8213	8295	8049
85 BUICK LE SABRE			
Cust Sdn	6941	7010	6802
Cust Cpe	6941	7010	6802
85 CADILLAC DE VILLE			
Cpe	10,297	10,400	10,091
Sdn	10,297	10,400	10,091
84 CADILLAC DE VILLE			
Cpe	7826	7904	7670
Sdn	7771	7848	7615
85 CADILLAC SEVILLE			
Sdn	14,167	14,308	13,884
84 CADILLAC SEVILLE			
Sdn	11,708	11,825	11,473
85 CHEVY CHEVETTE			
Htchbk 4 Dr	2860	2889	2803
84 CHEVY CHEVETTE			
Htchbk 4 Dr	2203	2225	2159
85 CHEVY CAMARO			
Cpe	6245	6307	6120
84 CHEVY CAMARO			
Cpe	5210	5263	5106
85 CHEVY CAVALIER			
Sdn	4057	4098	3976
84 CHEVY CAVALIER			
Sdn	3261	3294	3196
85 CHEVY CELEBRITY			
Sdn	5098	5150	4997
84 CHEVY CELEBRITY			
Sdn	3937	4013	3894
85 CHEVY CAPRICE			
Sdn	6524	6589	6393
84 CHEVY CAPRICE			
Sdn	5216	5269	5112
85 CHRYSLER LE BARON			
Cpe	5266	5318	5161
Sdn	5299	5353	5194
84 CHRYSLER LE BARON			
Cpe	4181	4222	4098
Sdn	4181	4222	4098
85 CHRYSLER FIFTH AVENUE			
Sdn	8151	8232	7987
84 CHRYSLER FIFTH AVENUE			
Sdn	6809	6877	6673
85 DODGE OMNI			
Htchbk 4 Dr	3213	3246	3149
84 DODGE OMNI			
Htchbk 4 Dr	2540	2566	2489
85 DODGE ARIES			
Sdn	3867	3906	3789
84 DODGE ARIES			
Sdn	2850	2878	2792
85 DODGE DIPLOMAT			
Sln Sdn	4460	4504	4370
84 DODGE DIPLOMAT			
Sln Sdn	3435	3469	3366
85 DODGE LANCER			
Sdn	5211	5264	5107
85 DODGE 600			
Sdn	4833	4882	4737
84 DODGE 600			
Sdn	3652	3689	3579
85 FORD ESCORT			
Htchbk 4 Dr L Series	3393	3427	3325
84 FORD ESCORT			
Htchbk 4 Dr L Series	2663	2690	2610
85 FORD MUSTANG			
LX-4 Cpe	4885	4933	4787
84 FORD MUSTANG			
L-4 Cpe	3955	3995	3876
85 FORD TEMPO			
GL Sdn 2 Dr	4047	4088	3967
GL Sdn 4 Dr	4115	4157	4033
84 FORD TEMPO			
L Sdn 2 Dr	2678	2705	2625
L Sdn 4 Dr	2727	2755	2673
85 FORD LTD			
Sdn	4349	4393	4262
84 FORD LTD			
Sdn	3261	3294	3196
85 FORD CROWN VIC			
Sdn	7529	7604	7378
84 FORD CROWN VIC			
Sdn	3261	3294	3196
85 FORD THUNDERBIRD			
Cpe	6453	6517	6323
84 FORD THUNDERBIRD			
Cpe	5334	5388	5228
85 LINCOLN CONTINENTAL			
Sdn	12,792	12,920	12,536
Town Car Sdn	11,551	11,666	11,320
Mark VII Cpe	12,530	12,655	12,279
84 LINCOLN CONTINENTAL			
Sdn	9701	9798	9507
Town Car Sdn	8622	8708	8450
Mark VII Cpe			
85 MERCURY LYNX			
Htchbk 2 Dr	3225	3257	3160
84 MERCURY LYNX			
Htchbk 2 Dr	2533	2558	2482
85 MERCURY COUGAR			
Cpe LS	7142	7213	6999
84 MERCURY COUGAR			
Cpe LS	5896	5955	5778
85 MERCURY TOPAZ			
GS Sdn 4 Dr	4249	4292	4165
84 MERCURY TOPAZ			
GS Sdn 4 Dr	3259	3292	3194
85 MERCURY MARQUIS			
Sdn	4409	4454	4321
84 MERCURY MARQUIS			
Sdn	3317	3351	3251
85 MERCURY GRAND MARQUIS			
Sdn	7956	8036	7797
84 MERCURY GRAND MARQUIS			
Sdn	6395	6459	6267
85 OLDS FIRENZA			
Sdn	4283	4325	4197
84 OLDS FIRENZA			
Sdn	4283	4325	4197
85 OLDS CIERA			
LS Coupe	5569	5624	5458
LS Sdn	5639	5695	5526
84 OLDS CIERA			
LS Cpe	4652	4699	4559
LS Sdn	4705	4753	4611
85 OLDS CALAIS			
Cpe	5039	6099	5918
85 OLDS CUTLASS SUPREME			
Cpe	6304	6368	6179
Sdn	6147	6208	6024
84 OLDS CUTLASS SUPREME			
Cpe	5237	5290	5133
Sdn	5100	5151	4998
85 OLDS DELTA 98			
Rgcy Sdn	8454	8538	8284
84 OLDS DELTA 98			
Rgcy Sdn	7200	7273	7057
85 PLYMOUTH HORIZON			
Htchbk 4 Dr	3209	3242	3145
84 PLYMOUTH HORIZON			
Htchbk 4 Dr	2558	2584	2507
85 PLYMOUTH RELIANT			
Sdn	3848	3887	3772
84 PLYMOUTH RELIANT			
Sdn	2824	2853	2768
85 PLYMOUTH CARAVELLE			
SE Sdn	4715	4762	4620
85 PLYMOUTH GRAN FURY			
Salon Sdn	4587	4632	4495
84 PLYMOUTH GRAN FURY			
Salon Sdn	3555	3591	3484
85 PONTIAC T-1000			
Sdn	2919	2948	2860
84 PONTIAC T-1000			
Sdn	2350	2374	2303
85 PONTIAC SUNBIRD			
Sdn	4248	4291	4163
84 PONTIAC SUNBIRD			
Sdn	3462	3497	3393
85 PONTIAC 6000			
Sdn	5342	5395	5235
84 PONTIAC 6000			
Sdn	4207	4249	4123
85 PONTIAC GRAND AM			
Cpe	6073	6134	5952
85 PONTIAC FIREBIRD			
Cpe	6319	6383	6192
84 PONTIAC FIREBIRD			
Cpe	5240	5293	5135
85 PONTIAC BONNEVILLE			
Sdn	5615	5672	5503
84 PONTIAC BONNEVILLE			
Sdn	4482	4527	4393
85 PONTIAC GRAND PRIX			
Cpe	6218	6281	6094
84 PONTIAC GRAND PRIX			
Cpe	5150	5201	5046
85 PONTIAC PARISIENNE			
Sdn	6745	6813	6610
84 PONTIAC PARISIENNE			
Sdn	5248	5482	5319
85 NISSAN SENTRA			
Std Sdn 2 Dr	3233	3265	3169
85 NISSAN STANZA			
XE Htchbk 4 Dr	4943	4993	4843
85 NISSAN MAXIMA			
SE Sdn	8678	8765	8504
84 NISSAN SENTRA			
Std Sdn 2 Dr	2545	2570	2494
84 NISSAN STANZA			
XE Htchbk 4 Dr	3980	4023	3902
84 NISSAN MAXIMA			
GL Sdn	6565	6631	6434
85 TOYOTA COROLLA			
Sdn 4 Dr Dlx	4894	4942	4797
85 TOYOTA CAMRY			
Sdn 4 Dr Dlx	6548	6615	6417
85 TOYOTA CRESSIDA			
Sdn	9551	9645	9360
84 TOYOTA COROLLA			
Sdn 4 Dr Dlx	3832	3869	3755
84 TOYOTA CAMRY			
Sdn	5352	5406	5245
84 TOYOTA CRESSIDA			
Sdn	7447	7523	7300
85 VOLKSWAGEN JETTA			
Sdn 4 Dr	5751	5808	5634
84 VOLKSWAGEN JETTA			
Sdn 4 Dr	4301	4344	4215

NEW PRODUCTS

THESE NEW TRUCK BED TOOL BOXES feature rugged, long-lasting, American-made construction. Made of tough, impact-resistant Pro-Tuff plastic, the tool boxes handle as much as three times the weight of other boxes and won't rust like steel boxes. The tool boxes feature lids that open 85 degrees



for easy access from either side of the truck and push-button lid locks to keep the contents safe and secure. An exclusive double-wall rim around the lid keeps tools dry by keeping water out. Lid hinges are hidden so that they will not rust. *Rubber Queen.*

Circle No. 211 on Inquiry Card

A UNIQUE MONITORING SYSTEM that readily detects leaks of fuels, solvents, and hazardous chemicals from underground storage tanks is now available. The Trace-Tek tank-monitoring system provides continuous, distributed sensing in the interstitial area (between the inner and outer walls) of double-containment USTs and connected piping. The system consists of an electronic alarm module and up to 12 individual sensing cables. Trace-Tek 500-series cable detects fuels and solvents, but ignores water. The

alarm module independently monitors each sensing cable, or "channel," for contact by a liquid or loss of continuity. *Raychem Corp.*

Circle No. 212 on Inquiry Card

GAS PRICES

City	UNLEADED Cost Per Gallon Unleaded Full-Serve	Self-Serve
Santa Ana, CA	147.9	89.9
Denver, CO	134.2	105.9
Washington, D.C.	138.3	100.2
Ft. Meyers, FL	123.4	94.9
Augusta, GA	121.9	88.2
Honolulu, HA	173.8	135.0
Chicago, IL	134.5	100.1
Boston, MA	109.9	100.6
Iron Mountain, MI	104.9	98.9
St. Louis, MO	122.0	91.8
Omaha, NB	127.2	102.2
Albuquerque, NM	123.9	107.9
Rochester, NY	100.9	93.9
Philadelphia, PA	115.2	93.1
Memphis, TN	129.9	92.2

Survey conducted during the first five working days of November 1987.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

Los Angeles' most central location

NUGENT
CHEVROLET-OLDSMOBILE, INC.

FLEET/LEASE

★ COMPETITIVE PRICING ★
★ LARGE INVENTORY ★
★ COURTESY DELIVERIES ★

FLEET PROFESSIONALS

3RD & LA BREA - L.A.
(213) 939-2131

HERITAGE CADILLAC

National Fleet Sales

Chicago's Largest Exclusive Cadillac Dealer

CONNIE ROGERS
FLEET SALES MANAGER
CHICAGO 312-626-3331
LOMBARD 312-629-3300

The perfect choice for all your automotive fleet needs.

Circle 178 on Inquiry Card

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cov. 1, pgs. 2, 29-35, 44,

46, 49